

Message Text

UNCLASSIFIED

PAGE 01 HAMBUR 00392 291326 Z

53

ACTION EB-05

INFO OCT-01 EUR-06 ADP-00 RSR-01 RSC-01 /014 W

----- 053573

P R 291245 Z MAR 73

FM AMCONSUL HAMBURG

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 2352

AMEMBASSY BONN

AMCONSUL BREMEN

AMCONSUL FRANKFURT

UNCLAS HAMBURG 0392

COMMERCE FOR DELGADO

E. O. 11652: N/ A

TAGS: ETRD, GW

SUBJECT: BERTRAM DEMONSTRATOR BOAT

REF: (A) HAMBURG 369; (B) STATE 057435

1. HOPE IS INDEED STILL ALIVE FOR BERTRAM' S SALE OF PATROL CRAFT IN NORTH GERMANY. THE SITUATION IS EVEN MORE PROMISING AND WARRANTS BERTRAM' S FURTHER CONSIDERATION.

2. 2. CAPTAIN HUNGAR CALLED US MARCH 28 TO EXPRESS THANKS FOR DUVAL' S CALL OF MARCH 26. HE ALSO STATED THE FOLLOWING:

A. HE SEES TWO IMMEDIATE POTENTIAL SALES FOR BERTRAM IN HAMBURG, PROVIDING: (1) THE COST OF \$55,000 A BOAT GIVEN HIM BY DUVAL BY TELEPHONE IS CORRECT; (2) A DEMONSTRATOR BOAT ARRIVES IN HAMBURG WITHIN THE NEXT TWO OR THREE MONTHS; (3) THE DEMONSTRATOR IS MARKEDLY SUPERIOR TO LOCAL COMPETITORS; (4) BERTRAM CONTRACTS WITH A HAMBURG BOAT YARD FOR MAINTENANCE AND REPAIR FACILITIES.

3. CAPTAIN HUNGAR SAYS THE " MARKET IS RIPE". HE STATES THAT THE HAMBURG DEPARTMENT OF INTERIOR, WHICH CONTROLS THE WATER POLICE, CALLED HIM VERY RECENTLY TO ASK MORE DETAILS
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 HAMBUR 00392 291326 Z

ABOUT THE BERTRAM CRAFT. THE WATER POLICE NOW HAVE THE GREEN LIGHT TO PURCHASE A FAST BOAT SOON, BUT THEY CANNOT DELAY LONG.

4. HE ADDED THAT THE HAMBURG DEPARTMENT OF ECONOMICS AND TRANSPORTATION, UNDER WHICH THE HARBOR CAPTAIN'S OFFICE FUNCTIONS, WILL TEST AND ORDER THE NEW CRAFT FOR THE WATER POLICE, EVEN THOUGH THEY ARE PART OF THE HAMBURG DEPARTMENT OF INTERIOR. THIS MEANS THAT BERTRAM WILL HAVE TO CONVINCE ONLY ONE TECHNICAL STAFF (RATHER THAN TWO).

5. HE SAID THAT ALTHOUGH THE PURCHASE NOW OF LOCAL CRAFT BY THE HARBOR PILOTS AND WATER POLICE MIGHT NOT AUTOMATICALLY PRECLUDE POSSIBLE LATER PURCHASES OF BERTRAMS, THE FACT IS THAT ONCE COMMITTED TO A LINE, IT WILL BE VERY DIFFICULT FOR A CHANGE TO BE MADE.

6. CAPTAIN HUNGAR SAID HE WOULD WRITE ALONG THIS LINE TO DUVAL THIS WEEK.

7. POST COMMENT: IF BERTRAM CAN SELL TWO CRAFT VERY SOON TO THE HARBOR PILOTS AND WATER POLICE, THEY CAN PERHAPS PREEMPT THE LOCAL MARKET FOR YEARS TO COME AND THIS SHOULD MEAN QUITE A NUMBER OF BOATS. FURTHERMORE, WITH TWO CRAFT IN OPERATION HERE, OTHER AGENCIES IN NORTH GERMANY WOULD BE MUCH MORE IMPRESSED AND LIKELY TO PLACE ORDERS.

8. WE URGE BERTRAM TO RECONSIDER AND EXTEND THEMSELVES TO TAKE ADVANTAGE OF THIS FLEETING OPPORTUNITY TO MAKE WHAT COULD BE A MAJOR BREAKTHROUGH FOR LONG- TERM SALES IN NORTHERN EUROPE. BROGAN

UNCLASSIFIED

*** Current Handling Restrictions *** n/a

*** Current Classification *** UNCLASSIFIED

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts:
Control Number: n/a
Copy: SINGLE
Draft Date: 29 MAR 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973HAMBUR00392
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: n/a
Errors: n/a
Film Number: n/a
From: HAMBURG
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730342/aaaaimeh.tel
Line Count: 99
Locator: TEXT ON-LINE
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 73 HAMBURG 369, 73 STATE 057435
Review Action: RELEASED, APPROVED
Review Authority: kellerpr
Review Comment: n/a
Review Content Flags:
Review Date: 13 AUG 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <13-Aug-2001 by maustmc>; APPROVED <27-Aug-2001 by kellerpr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: <DBA CORRECTED> srp 980108
Subject: BERTRAM DEMONSTRATOR BOAT
TAGS: ETRD, GW
To: EB
USDOC INFO BONN
BREMEN
FRANKFURT
STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

